

SANTA ANA DISTRICT OFFICE
FY 2016 LENDER RANKINGS
AS OF 7/31/16



TOP 3 LENDERS

#1 WELLS FARGO BANK, N.A.
370
\$122,780,200

#2 U.S. BANK, N.A.
198
\$51,436,500

#3 JPMORGAN CHASE BANK, N.A.
104
\$22,290,800

Rank	Lender Name	# of Loans	\$ Amount of Loans	Average \$/Loan
1	WELLS FARGO BANK NATL ASSOC	370	\$122,780,200	\$331,838
2	U.S. BANK NATIONAL ASSOCIATION	198	\$51,436,500	\$259,780
3	JPMORGAN CHASE BANK NATL ASSOC	104	\$22,290,800	\$214,335
4	CDC SMALL BUS. FINAN CORP	83	\$65,508,700	\$789,261
5	COMPASS BANK	61	\$9,187,400	\$150,613
6	COMMUNITY BANK	39	\$32,599,500	\$835,885
7	CELTIC BANK CORPORATION	35	\$10,858,000	\$310,229
8	PACIFIC W. CERT. DEVEL CORP	29	\$32,751,000	\$1,129,345
9	EAST WEST BANK	29	\$15,054,500	\$519,121
10	MORTGAGE CAP. DEVEL CORP	27	\$34,308,000	\$1,270,667
11	PACIFIC CITY BANK	22	\$20,931,500	\$951,432
12	HANA SMALL BUS. LENDING INC.	22	\$13,046,000	\$593,000
13	WILSHIRE BANK	22	\$10,603,500	\$481,977
14	SEACOAST COMMERCE BANK	21	\$19,819,600	\$943,790
15	CALIFORNIA STATEWIDE CERT. DEV	21	\$19,062,000	\$907,714
16	COMERICA BANK	21	\$2,513,000	\$119,667
17	SOUTHLAND ECONOMIC DEVEL CORP	20	\$17,265,000	\$863,250
18	BUSINESS FINANCE CAPITAL	20	\$11,557,000	\$577,850
19	CALIFORNIA UNITED BANK	19	\$11,673,000	\$614,368
20	PLAZA BANK	18	\$18,098,700	\$1,005,483
21	BBCN BANK	18	\$14,761,200	\$820,067
22	PACIFIC PREMIER BANK	18	\$9,125,500	\$506,972
23	LIVE OAK BANKING COMPANY	17	\$16,425,000	\$966,176
24	CITIBANK, N.A.	17	\$5,450,000	\$320,588
25	FIRST HOME BANK	17	\$4,526,000	\$266,235
26	BANK OF THE WEST	16	\$15,024,600	\$939,038
27	COMMONWEALTH BUSINESS BANK	16	\$15,014,000	\$938,375
28	STEARNS BK NATL ASSOC	15	\$3,975,500	\$265,033
29	US METRO BANK	14	\$16,894,000	\$1,206,714
30	UNITI BANK	13	\$8,659,000	\$666,077
31	OPEN BANK	12	\$17,232,700	\$1,436,058
32	FIRST CHOICE BANK	12	\$10,534,500	\$877,875
33	HANMI BANK	12	\$8,737,000	\$728,083
34	MUFG UNION BANK NATL ASSOC	10	\$7,262,000	\$726,200
35	RABOBANK, NATIONAL ASSOCIATION	10	\$2,527,800	\$252,780
36	ZIONS FIRST NATIONAL BANK	10	\$883,000	\$88,300
37	PACIFIC ENTERPRISE BANK	9	\$9,728,000	\$1,080,889
38	COMMUNITY VALLEY BANK	9	\$8,458,000	\$939,778
39	GBC INTERNATIONAL BANK	9	\$4,880,500	\$542,278
40	BANK OF AMERICA NATL ASSOC	9	\$4,143,800	\$460,422
41	ENTERPRISE FUNDING CORPORATION	9	\$3,415,000	\$379,444

<i>Rank</i>	<i>Lender Name</i>	<i># of Loans</i>	<i>\$ Amount of Loans</i>	<i>Average \$/Loan</i>
42	COMMERCEWEST BANK	9	\$1,600,000	\$177,778
43	CAPITAL BANK	8	\$4,715,300	\$589,413
44	KINECTA FCU	8	\$2,447,700	\$305,963
45	NEWTEK SMALL BUS. FINANCE INC.	8	\$1,830,000	\$228,750
46	MANUFACTURERS BANK	7	\$1,839,000	\$262,714
47	CITY NATIONAL BANK	7	\$1,395,000	\$199,286
48	RIDGESTONE BANK	6	\$10,086,000	\$1,681,000
49	COMMERCIAL BANK OF CALIFORNIA	6	\$7,816,200	\$1,302,700
50	AMPAC TRI-STATE CDC, INC.	6	\$6,074,000	\$1,012,333
51	BANNER BANK	6	\$2,467,300	\$411,217
52	HOMESTREET BANK	5	\$7,821,400	\$1,564,280
53	BAY AREA EMPLOYMENT DEVEL CO	5	\$3,598,000	\$719,600
54	CENTERSTONE SBA LENDING, INC.	5	\$2,405,600	\$481,120
55	PREMIER BUSINESS BANK	4	\$9,320,000	\$2,330,000
56	ROYAL BUSINESS BANK	4	\$5,436,000	\$1,359,000
57	CTBC BANK CORP. (USA).	4	\$5,290,000	\$1,322,500
58	SPIRIT OF TEXAS BANK, SSB	4	\$1,508,000	\$377,000
59	INTERNATL CITY BANK NATL ASSOC	4	\$1,200,000	\$300,000
60	UMPQUA BANK	4	\$994,800	\$248,700
61	CATHAY BANK	3	\$4,647,000	\$1,549,000
62	MISSION VALLEY BANK	3	\$3,890,800	\$1,296,933
63	OPUS BANK	3	\$2,580,000	\$860,000
64	ADVANTAGE CERT. DEVEL CORP	3	\$1,275,000	\$425,000
65	SO CAL CDC	2	\$10,334,000	\$5,167,000
66	FIRST COMMUNITY BANK	2	\$7,736,000	\$3,868,000
67	CAPITAL ACCESS GROUP, INC.	2	\$2,197,000	\$1,098,500
68	THE BANCORP BANK	2	\$2,183,200	\$1,091,600
69	HOME BANK OF CALIFORNIA	2	\$2,120,000	\$1,060,000
70	PACIFIC WESTERN BANK	2	\$1,958,000	\$979,000
71	BYL SMALL BUSINESS FINANCE, LL	2	\$1,743,800	\$871,900
72	FIRST GENERAL BANK	2	\$1,607,600	\$803,800
73	FIRST FINANCIAL BANK	2	\$1,350,000	\$675,000
74	MEADOWS BANK	2	\$1,167,000	\$583,500
75	EVERTRUST BANK	2	\$1,150,000	\$575,000
76	FIRST BANK FINANCIAL CENTRE	2	\$1,081,100	\$540,550
77	SCE FCU	2	\$982,500	\$491,250
78	KEYPOINT CU	2	\$529,500	\$264,750
79	WOORI AMERICA BANK	2	\$497,000	\$248,500
80	UNITED BUSINESS BANK, F.S.B.	2	\$474,500	\$237,250
81	GOLDEN PACIFIC BANK NATL ASSOC	2	\$425,000	\$212,500
82	BANK RHODE ISLAND	2	\$405,000	\$202,500
83	PACIFIC MERCANTILE BANK	2	\$375,000	\$187,500
84	BANK OF SOUTHERN CALIFORNIA NA	2	\$356,000	\$178,000
85	MAIN STREET LAUNCH	2	\$323,000	\$161,500
86	CROSSROADS SMALL BUS. SOLUTION	2	\$200,000	\$100,000
87	VALLEY ECONOMIC DEVEL CORP.	2	\$170,000	\$85,000
88	FIRST UTAH BANK	1	\$5,000,000	\$5,000,000
89	WALLIS STATE BANK	1	\$3,347,000	\$3,347,000
90	CITIZENS BANK	1	\$2,750,000	\$2,750,000
91	SOUTH CNTY BANK NATL ASSOC	1	\$1,300,000	\$1,300,000
92	HERITAGE BANK OF COMMERCE	1	\$1,000,000	\$1,000,000
93	LCA BANK CORPORATION	1	\$917,000	\$917,000
94	ZIONS BANK, A DIVISION OF	1	\$750,000	\$750,000

<i>Rank</i>	<i>Lender Name</i>	<i># of Loans</i>	<i>\$ Amount of Loans</i>	<i>Average \$/Loan</i>
95	UNITED COMMUNITY BANK	1	\$655,000	\$655,000
96	SUNWEST BANK	1	\$600,000	\$600,000
97	CALIFORNIA CU	1	\$475,000	\$475,000
98	PARAGON BANK	1	\$428,000	\$428,000
99	HSBC BK USA NATL ASSOC	1	\$350,000	\$350,000
100	CIT BANK, NATIONAL ASSOCIATION	1	\$340,000	\$340,000
101	TECHNOLOGY CU	1	\$310,000	\$310,000
102	MEGA BANK	1	\$300,000	\$300,000
103	AMER PLUS BANK NATL ASSOC	1	\$300,000	\$300,000
104	AMERICAN BUSINESS BANK	1	\$250,000	\$250,000
105	SAN DIEGO PRIVATE BANK	1	\$176,000	\$176,000
106	PACIFIC COMMERCE BANK	1	\$150,000	\$150,000
107	WEST VALLEY NATIONAL BANK	1	\$150,000	\$150,000
108	READYCAP LENDING, LLC	1	\$147,500	\$147,500
109	PLUMAS BANK	1	\$135,000	\$135,000
110	COMMERCE BANK OF TEMECULA VALL	1	\$106,300	\$106,300
111	E-CENTRAL CU	1	\$54,900	\$54,900
	<i>TOTALS:</i>	<i>1,645</i>	<i>\$878,595,000</i>	<i>\$534,100</i>